Indiana Economic Development Corp® iedc.in.gov



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We Offer One of the Best Business Climates in the U.S.

Indiana consistently ranks among the Top 10 States for Cost of Doing Business and Top 5 for Regulatory Environment. In fact, Chief Executive ranked Indiana the Best State for Business in the Midwest and #5 overall in the U.S. And in 2021, Area Development ranked Indiana as a top state for doing business in 11 of their 13 categories. This pro-growth tax environment helps companies operate at speed and compete in the global marketplace.

COMPETITIVE TAX CLIMATE

4.9% Corporate Income Tax Rate

3.23% Personal Income Tax Rate

Indiana Real and Personal Property Tax Rate Average \$2.4491 Per \$100 Assessed Value

Business Property TaxesCapped at 3% of Assessed Value

7% State Sales and Use Tax
No Local Sales Tax

Automatic sales tax exemptions on manufacturing equipment

Automatic sales tax exemptions on utility bill if >51% load used in production process

Automatically qualifying R&D tax credits and Patent Income tax exemptions

No additional state or local regulations beyond federal requirements







TAX FOUNDATION 2022

BUSINESS TAX CLIMATE INDEX

World-class Universities

Indiana has **118 post-secondary** academic institutions that help attract, develop and retain a diverse and talented workforce in the state.

TOP TEN IN THE U.S.

- Most Innovative Schools

 Butler University & Purdue University
- **Entrepreneurship** *Indiana University*
- **Business Programs** *Indiana University & University of Notre Dame*
- Biological/Agricultrual & Industrial/Manufacturing Engineering Purdue University
- Undergraduate Engineering Rose-Hulman
- Computer Engineering

 Rose-Hulman
- Electrical, Electronic,
 Communications Engineering
 Rose-Hulman



We're at the Logistical Center of the United States







Advanced Manufacturing Innovation

Consumer excitement around the future of manufacturing is palpable. Companies are poised to deliver on this sentiment and bring futuristic technologies to life. With Indiana's strong legacy in automotive manufacturing, a deep pre-existing network and supply chain, and attractive benefits for employees including financial incentives, the future of advanced manufacturing has never looked more promising for today's companies.

For leaders looking to make strides in the manufacturing space, Indiana offers a supportive environment with benefits for employees and companies in equal measures. It's one of the reasons Indiana has the second largest automotive industry in the U.S., and we invite you to bring your disruptive, savvy business plans to Indiana and let us help you reach your biggest, most ambitious advanced manufacturing goals.

"Working with Indiana was easy. We're really happy to be here in the community—it has a great labor pool. There's really no limit to how big we can grow here."

> Vincent Flaska | President **Hoist Material Handling**

HIGHEST CONCENTRATION OF **MANUFACTURING JOBS IN THE NATION**

INDIANA'S ECONOMIC OUTPUT IS BASED IN

ND IN OVERALL **PRODUCTION** **MAJOR OEM ASSEMBLY PLANTS**

AUTOMOTIVE PARTS SUPPLIERS

MANUFACTURING **OPERATIONS**

INDUSTRY EMPLOYS l16,000 WORKERS

INDIANA'S AUTOMOTIVE

OF THE WORLD'S RVs ARE MANUFACTURED IN INDIANA

HOOSIERS WORK IN ADVANCED **MANUFACTURING**

MANUFACTURED **GOODS EXPORTS**

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

CUMMINS INC Columbus

BORGWARNER INC Anderson

THOR **INDUSTRIES INC** Elkhart

KEIHIN CORPORATION Anderson

WABASH NATIONAL CORPORATION Lafayette

FIAT CHRYSLER **AUTOMOBILES N.V.** Kokomo

FAURECIA Fort Wayne

KPS CAPITAL PARTNERS LP South Bend

ALLISON TRANSMISSION **HOLDINGS INC** Indianapolis

TENNECO INC Ligonier

LCI INDUSTRIES Elkhart

VALEO Seymour

ENKEL AMERICA INC Columbus

BERKSHIRE HATHAWAY INC Indianapolis

GROTE **INDUSTRIES LLC** Madison

GULF STREAM COACH INC Nappanee

F.C.C. CO. LTD Berne

WINNEBAGO **INDUSTRIES INC** Middlebury

NTN CORPORATION Anderson

JASPER ENGINE **EXCHANGE INC** Indianapolis

FLEX-N-GATE LLC Covington

GECOM Greensburg

HENRY CROWN AND COMPANY Indianapolis

UC HOLDINGS INC Indianapolis

TI FLUID SYSTEMS PLC Ossian



Indiana Success Stories



SITUATION: Indiana's rich history in automotive excellence and advanced manufacturing provided GM Global Manufacturing (GM) with fertile ground for a \$1 billion expansion. The company's Fort Wayne assembly location is one of the most productive in the United States, building more than 1,000 trucks each day.

SOLUTION: GM's recent investment, which is one of the company's largest investments to date in the U.S., added 1.5 million square feet to the Fort Wayne Assembly campus and enabled advancements in technology and energy efficiency. With support from the IEDC and INDOT, GM found financial, training and infrastructure support for the company's future and found benefit in the "one stop shop" approach the state of Indiana takes with all expansion and relocation initiatives. And when uncertainty struck, GM looked to Indiana again, retrofitting its Kokomo engine plant to manufacture ventilators to support the COVID-19 response.





Aerospace Innovation

The best innovations happen when motivated, talented people with diverse perspectives rally together to ideate, challenge and iterate on the newest, riskiest solutions. Indiana is home to some of the nation's most talented engineers, with university programs educating new talent on the latest technologies and manufacturing plants deepening veterans' expertise on the tried and true.

By collaborating live with a range of experts in aerospace and engineering in Indiana, you will be able to uncover and push tomorrow's most important evolutions and transformations. With our talent pipeline, aviation legacy and business infrastructure, Indiana presents an unparalleled opportunity to innovate, building on what already exists and pushing boundaries to get to new solutions. Bring your expertise and creativity to Indiana — we'd be thrilled to work with you in shaping the future.

"At AAR, we are encouraged by the enthusiasm and support we've received in Indiana [and across the Midwest] to provide greater access to training for jobs that are available now."

John Holmes | President and CEO AAR



ADDED BY AEROSPACE

BUSINESSES SINCE 2013

38,000+ **ENGINEERS** (46% ABOVE THE NATIONAL AVERAGE)

TH NATIONALLY FOR **AEROSPACE** MANUFACTURING ATTRACTIVENESS

(PWC 2020)

ERAGE ANNUAL EXPANSION RATE FOR AIR & SPACE EXPORTS **SINCE 2002**

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

ROLLS-ROYCE HOLDINGS PLC

Indianapolis

HONEYWELL INTERNATIONAL INC

South Bend

GROUPE CRIT

South Bend

BAE SYSTEMS PLC

Fort Wayne

RAYTHEON TECHNOLOGIES CORPORATION

Fort Wayne

GENERAL ELECTRIC **COMPANY**

Lafayette

C. F. ROARK **WELDING & ENGINEERING COMPANY INC** Brownsburg

GOLDEN-HELVEY HOLDINGS INC

Elkhart

DEAN BALDWIN PAINTING LIMITED PARTNERSHIP

Peru

RAPP & SON INC

Martinsville

ENJET AERO LLC

Terre Haute

MEARS MACHINE CORP

Avon

PRECISION PIECE **PARTS INC**

Mishawaka

HEICO CORPORATION

Indianapolis

POLYCRAFT PRODUCTS INC

Greendale

WBH INC

Plainfield

MACK TOOL & ENGINEERING INC

South Bend

ATTCO MACHINE PRODUCTS INC

South Bend

TRI AEROSPACE LLC

Terre Haute

BERTRAND PRODUCTS INC

South Bend

RBC BEARINGS INC

Plymouth

VALUE PRODUCTION INC

South Bend

MSP AVIATION INC

Bloomington

PYNCO INC

Bedford

HUPP & ASSOCIATES INC

New Haven



Indiana Success Stories

Aviation was ready to begin production on its ground-breaking new LEAP engine. Before production even began, demand for the advanced engine had reached more than 6,000 units. GE Aviation needed a workforce with the technical skill and training to begin work as soon as the facility was ready.

SOLUTION: GE Aviation found exactly what it needed in Lafayette, Indiana. The location not only provided access to a deep, talented workforce, but placed the plant in close proximity to the world-class engineering programs of Notre Dame and Purdue University, as well as the Purdue Research Park. GE Aviation invested more than \$100 million to build a state-of-the-art, 225,000 square-foot production facility, which launched in 2015.

"We will continue to draw upon the highly skilled and motivated workforce that Indiana has to offer. The partnership we enjoy with the state of Indiana and the city of Indianapolis is yet another reason we're moving forward to expand our presence in the region."

Dave Wajsgras | President Raytheon Intelligence, Information and Services

AGRICULTURE BIOSCIENCE



Agbioscience Innovation

Innovations in agriculture, pharma and life sciences provide a great opportunity for American companies to change and lead the industry. Indiana has the right conditions to support the development of meaningful, valuable ag+bio+science solutions. Indiana's agricultural excellence is also driving exploration, experimentation and innovation. Farmers and scientists work face-to-face to provide the cutting-edge research that promises to move the global agriculture industry into the future.

We need forward-looking, mission-driven leaders and companies to leverage our resources and infrastructure to drive innovation. Indiana is an agricultural powerhouse, offering companies the best ag+bio+science environment to create and implement new, ground-breaking solutions.

"Our presence here reflects the global nature of our business. At our Indianapolis Global Business Center, we have employees from 30 countries. This diversity of perspective and experience is incredibly valuable to our success, giving us an advantage in fostering and growing business relationships worldwide."

> Rajan Gajaria | EVP Business Platforms Corteva Agriscience

MORE THAN

OOO AGRIBUSINESS COMPANIES

IN AGRICULTURAL EXPORTS

RANKING 10TH IN THE U.S.

TOP 5 COMMODITIES

Corn: \$2.68 billion

Soybeans: \$2.73 billion

Poultry & Eggs: \$1.81 billion

Hogs & Pigs: \$1.54 billion

Dairy: \$668 million

RANKED NATIONALLY

- commercial duck - wood office furniture

- kitchen cabinetry

- popcorn

- ice cream - egg layers inventory

- total eggs produced

-tomatoes spearmint -turkeys raised

- peppermint

-soybeans

-fresh market cantaloupe

-snap peas for processing

- corn for grain

- hogs

- watermelon

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020

TYSON FOODS INC

Logansport

PEPSICO INC

Indianapolis

CORTEVA INC

Indianapolis

PERDUE **FARMS INC**

Thorntown

MITSUBISHI CORPORATION

Delphi

CONAGRA BRANDS INC

Indianapolis

MAPLE LEAF INC

Leesburg

GEORGE WESTON LIMITED

Indianapolis

LEWIS BROTHERS BAKERIES INC

Evansville

HEARTHSIDE FOOD SOLUTIONS LLC

Michigan City

VERTELLUS HOLDINGS LLC

Indianapolis

ROSE ACRE FARMS INC

Seymour

FARBEST FOODS INC

Huntingburg

CARGILL INC

Indianapolis

ARCHER-DANIELS-MIDLAND COMPANY

Fort Wayne

THE KROGER CO

Indianapolis

MORGAN FOODS INC

Austin

RK FAMILY INC

Frankfort

AMERIOUAL GROUP **HOLDINGS LLC**

Evansville

CRYSTAL VALLEY FARMS LLC

Orland

THE COCA-COLA **COMPANY**

Kokomo

BAYER AG

Remington

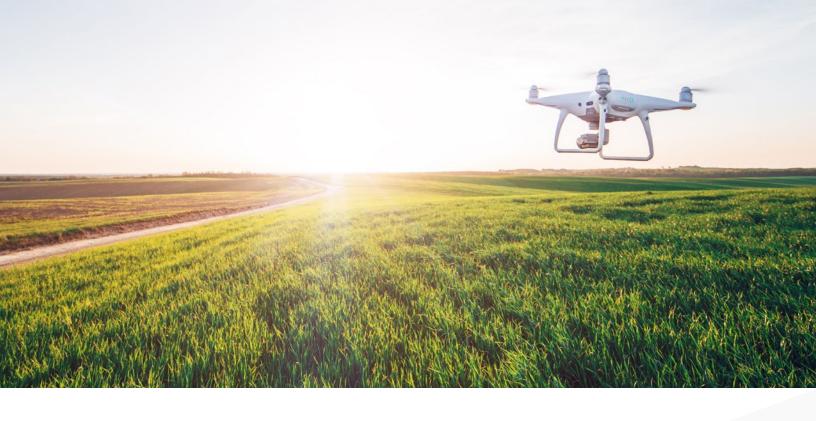
ZENTIS GMBH & CO KG

Plymouth

CO-ALLIANCE LLP Avon

RED GOLD INC

Alexandria



Indiana Success Stories

SITUATION: In 2007, Sao-Paulo-based Solinftec solinftec introduced an innovative, loT-based farm management system to sugar cane and row crops operations

across Latin America. Based on proprietary hardware, a telemetry communications network and a software as a service (SaaS) platform, Solinftec's system increased the efficiency of planting, harvesting and spraying. Today, Solinftec services more than 16 million acres, and more than 100,000 users. Increased demand in North America made the time right for Solinftec to establish a North American presence.

SOLUTION: Indiana's business-friendly climate and affordability enabled Solinftec to expand their operations, establishing a new headquarters in West Lafayette, Indiana, bringing more than 330 high-wage jobs to the community. Purdue's Research Park, the largest university-affiliated incubator complex in the U.S., was also a major draw.

"The U.S. Midwest is core to our strategy; we recognize its importance in the global food industry. We are humbled and thrilled to launch our U.S. headquarters out of the state of Indiana."

> Renato Hersz Strategy & Corporate Development Director Solinftec





Defense Innovation

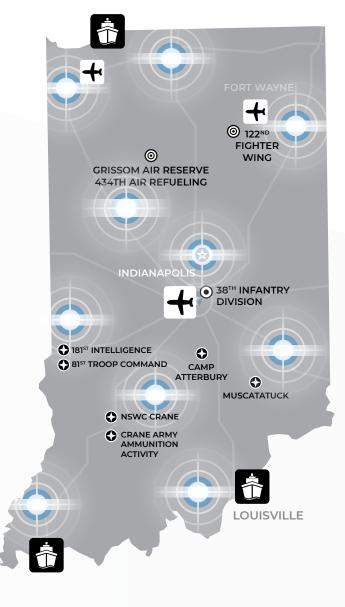
Indiana's defense innovation prowess comes from a triad of strengths including a robust workforce, technological advances and economic support. Apart from its ideal location to industrial assets. Indiana can tap into to a flourishing workforce where one in five Indiana residents work in advanced manufacturing. It's the only state in the nation with a warfare center online with the state's universities and the capability of real-time collaboration. All of this combined with a balanced state budget, lower taxes and a business-friendly regulatory environment gives Indiana a winning edge in defense.

Military Presence

Indiana has a large and formidable military presence, including dynamic critical duty commands at Naval Support Center Crane, vital reserve components — including the Air Force Reserve's largest KC-135R Stratotanker wing — and a distinguished state national guard that consists of 14,000 soldiers and airmen located in bases and

armories in 52 counties across the state. Indiana's military presence also includes the US Army Reserve, US Army National Guard, US Army Air Guard, Coast Guard Reserve, Marine Reserve facilities.

Indiana's defense and national security industries are not only helping to keep America safe in the 21st century, they're also strengthening our national economy with groundbreaking new technologies that are providing the jobs of tomorrow.





















Major Companies & Industry Footprint

ROLLS-ROYCE CORPORATION

Indianapolis

AM GENERAL

South Bend

ELI LILLY & COMPANY

Indianapolis

ERAPSCO

Columbia City

BAE SYSTEM CONTROLS

Fort Wayne

CUMMINS INC

Columbus

RAYTHEON TECHNICAL SERVICES COMPANY

Indianapolis

RAYTHEON COMPANY

Fort Wayne

ENERGY SYSTEMS GROUP

Newburgh

ZIMMER US INC

Warsaw

HONEYWELL INTERNATIONAL

South Bend

L3HARRIS TECHNOLOGIES

Fort Wayne

GE AVIATION

Lafayette

HAYNES INTERNATIONAL

Kokomo



Defense Products

Professional, Engineering, Technical Support

Electrical and Electronic Components

Aircraft Engines, Turbines and Components

Wheeled Trucks, Tractors and Components

Radio and Navigation Equipment

Drugs and Biologicals

Underwater Sound Equipment

Medical and Laboratory Supplies and Equipment

Engine Fuel System Components

Aircraft Maintenance and Repair





The global demand for clean, affordable energy is increasing every day — and Indiana is answering the call. Access to plentiful resources, world-class research universities and a business-friendly environment make Indiana an ideal location for businesses to explore and establish new opportunities to energize the world.

Top-ranked Business Environment

Through hard work and common-sense spending, Indiana has maintained a balanced budget for years, and has built a healthy reserve of "rainy day" cash. As a result, already low business taxes are actually trending down. Indiana businesses also enjoy remarkable regulatory freedom. As a "Right to Work" state, Indiana workers are free to work without the pressure to join a union. All of this adds up to make Indiana more competitive than peer states, including California, Illinois and New York.



1.2 BILLION GALLONS OF ETHANOL PRODUCED ANNUALLY

23RD U.S. CRUDE OIL PRODUCTION

LARGEST
INLAND OIL REFINERY
IN THE U.S. Whiting Refinery — 413,500 barrels of crude per calendar day

8 COAL PRODUCTION

2,500 COAL MINING JOBS

of Indiana's ELECTRICITY
GENERATION IS FROM
WIND POWER

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

EDP RENEWABLES Indianapolis | Chalmers

INDIANA-MICHIGAN POWER

Fort Wayne

NORTHERN INDIANA PUBLIC SERVICE COMPANY

Merillville

WINDSTREAM TECHNOLOGIES

North Vernon



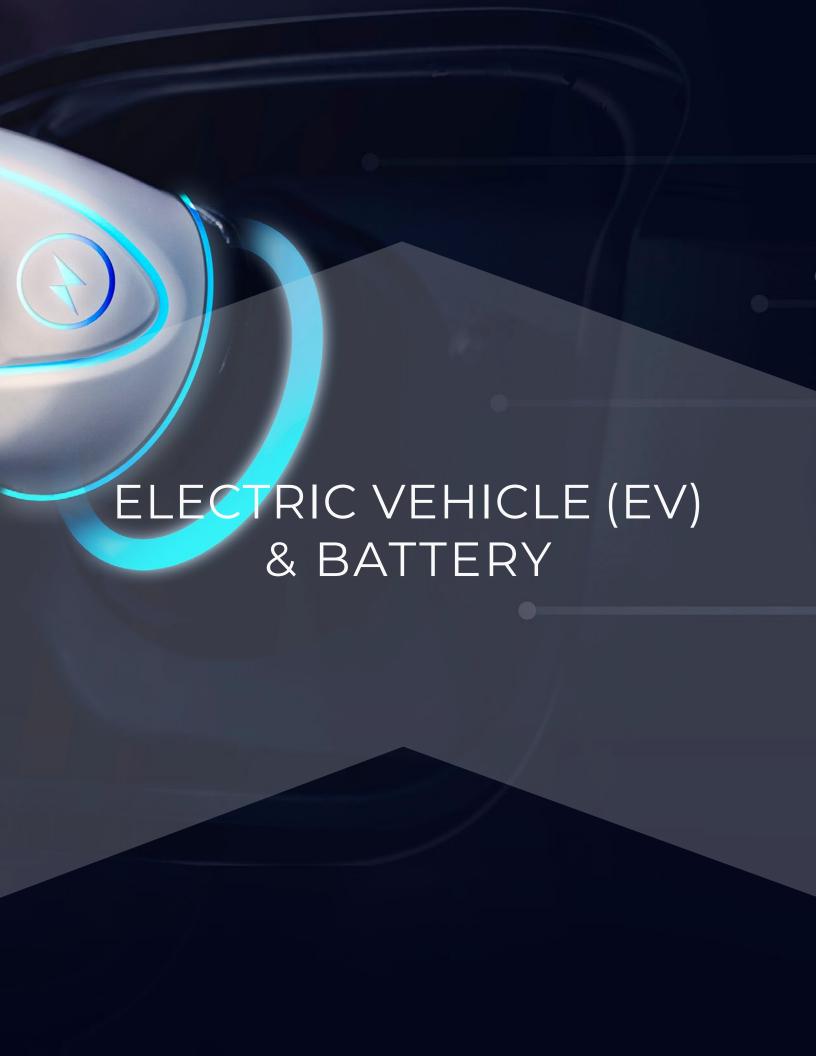
Indiana Success Stories

renewables Public Service Company (NIPSCO) was increasing their use of wind power to bring affordable, clean energy to their customers. As a long-time Indiana business, they knew that their home state presented the perfect opportunity.

SOLUTION: NIPSCO partnered with EDP Renewables to build a 302-megawatt wind farm in White County, Indiana. Named the "Crossroads Wind Farm," the new facility generates enough electricity to power more than 83,000 homes each year. Based on the success of the Crossroads Wind Farm, NIPSCO constructed an additional 102-megawatt wind farm, the Rosewater Wind Farm, in White County.

"Indiana has long been an important state for renewable energy development for EDP Renewables. We are pleased to expand wind energy in White County and the state as well as build upon our partnership with NIPSCO as they advance their transition to clean energy sources."

Miguel Prado | North America CEO





A new charging cable design developed by Purdue professor Issam Mudawar (center) and his students could reduce an electric vehicle's charging time to under five minutes.

As demand for electric vehicles and renewable energy increases, Indiana is working to meet the demand for next-generation energy systems in a global market with access to world-class research universities, a highly-trained workforce and a business-friendly environment.

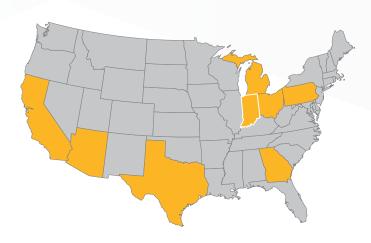
POWERFUL MINDS AT WORK

Indiana is home to nationally ranked universities and some of the nation's best energy research and engineering degree programs.

TALENT PIPELINE

Indiana is ranked one of the Top 10 states in the U.S. for degree universities relevant to EV/battery manufacturing. As a result, Indiana boasts one of the most highly trained, work-ready labor forces in the country.

- Purdue University is ranked the No.1 school in the U.S. for graduates with degrees relevant to EV/battery manufacturing.
- Approximately 240,000 Hoosiers across the state are employed in industries
 - related to EV/battery manufacturing, including automotive, electrical and electronic manufacturing.
- More than 120,000 workers across Indiana have already received next-generation energy systems training.



Highlighted states indicate location of Top 10 talent/degree universities relevant to EV/battery manufacturing.

INDIANA'S AUTOMOTIVE INDUSTRY IS THE

BY GDP IN THE U.S. (>\$18.5B)





RD IN OVERALL **AUTOMOTIVE PRODUCTION** **MAJOR OEM ASSEMBLY PLANTS**

AUTOMOTIVE **PARTS SUPPLIERS**

MANUFACTURING OPERATIONS

INDIANA'S AUTOMOTIVE **SECTOR EMPLOYS**

15,00 VORKERS \$**78,000**+ **AVERAGE WAGE**

CARS AND TRUCKS PRODUCED ANNUALLY

HOOSIERS WORK IN **ADVANCED** MANUFACTURING

IN AUTO EXPORTS

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

CUMMINS INC.

Columbus

BORGWARNER INC.

Anderson

THOR INDUSTRIES INC.

Elkhart

KEIHIN CORPORATION

Anderson

WABASH **NATIONAL** CORPORATION

Lafayette

STELLANTIS

Kokomo

FAURECIA Fort Wayne

KPS CAPITAL PARTNERS LP

South Bend

ALLISON TRANSMISSION HOLDINGS INC.

Indianapolis

TENNECO INC.

Ligonier

LCI INDUSTRIES

Elkhart

VALEO

Seymour

ENKEL AMERICA INC.

Columbus

BERKSHIRE HATHAWAY INC.

Indianapolis

GROTE INDUSTRIES LLC

Madison

GULF STREAM COACH INC.

Nappanee

F.C.C. CO. LTD

Berne

WINNEBAGO INDUSTRIES INC.

Middlebury

NTN CORPORATION

Columbus, Anderson

JASPER ENGINE EXCHANGE INC.

Jasper

FLEX-N-GATE LLC

Covington

GECOM

Greensburg

HENRY CROWN AND COMPANY

Indianapolis

UC HOLDINGS INC.

Indianapolis

TI FLUID SYSTEMS PLC

Ossian



INDIANA SUCCESS STORIES



Located in Newberry, Indiana, the Battery Innovation Center (BIC) brings leadership from universities, government agencies and commercial enterprises together to accelerate

the development, testing, commercialization and advanced learning of safe, reliable, high-performance lightweight energy storage systems. The bold initiative catalyzes technologies by reducing lengthy, expensive innovation-to-commercialization development cycles. To further expedite the process, the Battery Innovation Center does not hold patent rights, encouraging joint development.

The 35,000-square-foot space is capable of handling a wide range of services including:

Advanced Cell Manufacturing

- Low volume cell and pack production
- Material and process research and development

Testing, Evaluation and Certification

- · Battery testing and validation
- Micro-grid and V2G testing

Research & Development

- · Standards and materials development
- Nobel labs

far-reaching impacts on everything from electric vehicles, to military applications, to grid storage. Indiana is at the center of this innovation through this organization."

"The BIC has

- Paul Mitchell ESN President and CEO BIC Board Chairman

Applied Services and Technical Advisory

- · Expert feedback and analysis
- Competitive analysis

Applied Services and Technical Advisory

- · Battery energy storage short COURSES (continuing education units)
- AC/DC HV fundamentals COURSES (continuing education units)
- Energy storage technologies executive workshop
- · Customized on-site and remote training

BATTERY INNOVATION CENTER STRATEGIC ALLIANCES

The Battery Innovation Center is also the home of several strategic alliances and incubators, featuring some of the top names in the energy industry:



UL Testina

 Battery and Energy Storage Technology Test Center exclusive large-format U.S. energy storage system test facility



BrightVolt

- Scale-up for ultra-thin film and flexible batteries
- Commercialization for medical patches, industrial sensors, internet of things (IoT) devices, shipping labels and smart card technologies





- Highly customizable flexible batteries
- Scale-up for flexible electronics, smart textiles, soft robotics, internet of things (IoT) and medical/fitness wearables



Duke Energy

- · Micro grid simulation and grid-level control algorithm development
- · Leveraging installed and new renewable generation

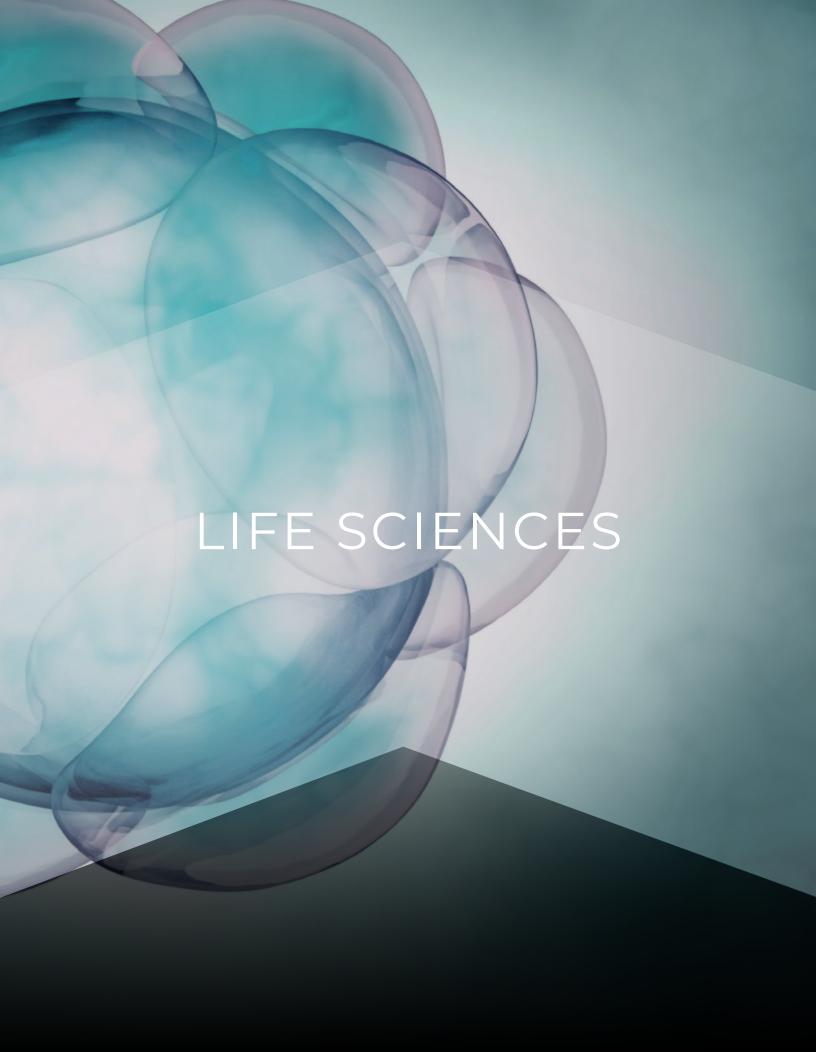


NSWC Crane

- CITE agreement allows direct access to the U.S. Navy's world-class environment, health and safety test facilities
- Crush, shock, drop, vibe, rapid disassembly, intrusion, EMI

"The BIC has far-reaching impacts on everything from electric vehicles to military applications to grid storage. Indiana is at the center of this innovation through this organization."

> Paul Mitchell | ESN President and CEO **BIC** Board Chairman





Life Sciences Innovation

With a legacy of life sciences excellence, Indiana offers the perfect environment for exploration, experimentation and innovation. Indiana has a high concentration of trained engineers and scientists who have dedicated their lives to bettering the sector, meaning there's an abundance of opportunity for local partnership, support and cutting-edge research.

By collaborating with on-the-ground experts from research to manufacturing, life science companies are able to test, iterate and optimize their boldest ideas driving unprecedented growth and success. This powerful formula has transformed Indiana into one of the nation's top locations for life science businesses of every kind. Bring your biggest, most ambitious ideas to life with the resources and expertise available in Indiana to play a defining role in the world's future.

Top-ranked Business Environment

Through hard work and common-sense spending, Indiana has maintained a balanced budget for years, and has built a healthy reserve of "rainy day" cash. As a result, already low business taxes are actually trending down. Indiana businesses also enjoy remarkable regulatory freedom.

BIOCROSSROADS INITIATIVE

Corporate, academic and philanthropic partners are collaborating to invest in promising life sciences startups. The initiative supports existing organizations, including Indiana Health Information Exchange, BioCrossroads LINX, OrthoWorx, Datalys Center and the Indiana Biosciences Research Institute.

THE INDIANA HEALTH INDUSTRY FORUM (IHIF)

This statewide trade association represents members of Indiana's health science business community. The IHIF connects key stakeholders to enhance business networks, advocate for member interests, develop workforce skills and provide a strategic vision for Indiana's health industry economy and reputation.

THE INDIANA BIOSCIENCES RESEARCH INSTITUTE (IBRI)

This collaboration between life science industry executives and university leaders represents the first independent, industry-led institute in the nation.

2,157 LIFE SCIENCES COMPANIES

EMPLOYING 56,000 HOOSIERS

2 ND NATIONALLY FOR WORLDWIDE LIFE SCIENCES EXPORTS

\$10.5 BILLION IN WORLDWIDE EXPORTS



ND
HIGHEST
CONCENTRATION OF
BIOPHARMACEUTICAL
JOBS NATIONALLY

"The Orthopedics Capital of the World" - WARSAW, INDIANA

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

ELI LILLY AND COMPANY Indianapolis

LABORATORY CORPORATION OF AMERICA HOLDINGS

Indianapolis | Fort Wayne

ZIMMER BIOMET HOLDINGS INC Warsaw

EUROFINS FOOD CHEMISTRY TESTING

MADISON INC

Indianapolis

COOK GROUP
INCORPORATED

Ellettsville

HERITAGE GROUP INC Indianapolis JOHNSON & JOHNSON

Warsaw

QUEST DIAGNOSTICS INCORPORATED

Indianapolis

ROCHE HOLDING AG Indianapolis

3M COMPANY Indianapolis

BOSTON SCIENTIFIC CORPORATION

Spencer

ALVERNO PROVENA HOSPITAL LABORATORIES, INC Hammond **BAYER AG**Remington

PFIZER INCIndianapolis

BECTON,
DICKINSON
AND COMPANY
Plainfield

CAYLOR-NICKEL RESEARCH INSTITUTE INC Bluffton

POINT MEDICAL CORPORATION

Crown Point

FRANCISCAN ALLIANCE INC

Mishawaka

BAXTER INTERNATIONAL INC

Bloomington

ALVERNO CLINICAL LABORATORIES LLC

Crown Point

CATALENT INC
Bloomington

RIIS HOLDING A/S
Indianapolis

MEDTRONIC
PUBLIC LIMITED
COMPANY

Warsaw

SOUTH BEND MEDICAL FOUNDATION INC

South Bend | Goshen | Mishawaka

HENRY SCHEIN INC Indianapolis



Indiana Success Stories



SITUATION: Roche Diagnostics Corporation, which is the No. 1 biotech company in the world, host its North American headquarters and in Indianapolis. The company's Indiana roots, traced back to its founding as Bio-Dynamics, were grown from a one-man, start-up company in a garage to a global leader in less than 50 years.

SOLUTION: Roche quickly became a major employer in Indiana, supported by a 160-million campus in northeast Indianapolis that continues to grow and invest in sustainable solutions. Today, the company supports about 4,600 employees across R&D, manufacturing, quality, regulatory, distribution and global shared services. Roche's new 90,000-square-foot education center trains 1,500 customers and hosts 400 health care professionals annually to support pharmaceuticals and diagnostics advancements.

"As the second largest exporter of life sciences products in the U.S., it's been a tremendous source of pride to contribute to Indiana's robust research and life sciences industries. The state and city continue to demonstrate a strong commitment to attracting and keeping businesses and talent here in Indiana."

> Lawrence Joseph Wheat | Founder **MiraVista**





Logistics Transportation Innovation

With the meteoric rise of e-commerce and logistics, there's an undeniable opportunity to capitalize on the logistics and transportation industry. For decades, Indiana has been solidifying its infrastructure and leveraging its position as a centralized hub for U.S. logistics and by designing favorable business conditions for companies across the entire industry to increase profitability.

Now we need sharp, pragmatic leaders to expand into our market and get ahead of growing demand. Straddling the line between America's steel belt and agricultural heartland, Indiana is interwoven with major highways and rail lines. Access to the Great Lakes and the Ohio-Mississippi river system enables Indiana to have the only statewide international port system. Major airports, along with the second-largest FedEx hub in the world, gives Indiana a global reach by air. We promise real possibility in Indiana. Let's make it yours together.

Top-Ranked Business Environment

Through hard work and common-sense spending, Indiana has maintained a balanced budget for years, and has built a healthy reserve of "rainy day" cash. As a result, already low business taxes are actually trending down. Indiana businesses also enjoy remarkable regulatory freedom and the nation's best infrastructure system.

"Our economy depends on trucks to keep moving forward, and this expansion project will enable us to keep more trucks on the road, ultimately increasing customers' truck uptime. The investment will allow us to better serve the trucking industry for not only the Indianapolis market, but all trucking customers across the region."

> John Nichols I CEO **Palmer Trucks**













SHORTEST

DISTANCE TO MEDIAN CENTER OF UNITED STATES POPULATION

\$11BILLION INVESTED

IN INFRASTRUCTURE CONSTRUCTION AND PRESERVATION BY 2015

\$ BILLION ALLOCATED IN INFRASTRUCTURE THROUGH 2024

Indianapolis Airport #1 rated in customer satisfaction - J.D. Power

Major Companies & Industry Footprint

SOURCE: Dun & Bradstreet, November 2020.

UNITED STATES POSTAL SERVICE

Indianapolis

SIRVA INCFort Wayne

FEDEX CORPORATION

Indianapolis

ACBL HOLDING CORPORATION

Jeffersonville

UNITED PARCEL SERVICE INC

Indianapolis

CSX CORPORATION

Indianapolis

NORFOLK SOUTHERN CORPORATION

Indianapolis | Fort Wayne

YRC WORLDWIDE INC

Indianapolis | Fort Wayne | South Bend THE KROGER CO

Indianapolis

REPUBLIC AIRWAYS HOLDINGS INC

Indianapolis

J.P. HOLDING COMPANY INC

Anderson

XPO LOGISTICS INC

Indianapolis

ATLAS WORLD GROUP INC

Evansville

WALMART INC

Indianapolis

J.B. HUNT TRANSPORT SERVICES INC

Indianapolis

DEUTSCHE POST AG

Indianapolis

PEARSON, PLC

Indianapolis

AIR WISCONSIN AIRLINES, LLC

Indianapolis

CATERPILLAR INC Lafayette | Charlestown

FORWARD AIR

CORPORATION

Indianapolis | Fort Wayne

UNITED AIRLINES HOLDINGS INC

Indianapolis

WHEATON VAN LINES INC

Indianapolis

DOLLAR GENERAL CORPORATION

Indianapolis

INDIANA HARBOR BELT RAILROAD CO

Hammond

MAY TRUCKING COMPANY

Indianapolis



SITUATION: Cummins is a 100-year-old company with its eye on the future. This Indiana-based global corporation designs, manufactures and distributes power solutions that fuel the trucking industry. Cummins is committed to powering a more prosperous world through education, environment and equality of opportunity, and recently committed to investing \$500 million into electrification innovation over the next three years.

SOLUTION: Cummins selected its hometown of Columbus to locate its new corporate hub and primary North American manufacturing center for the company's newest business segment, Electrified Power (CEP). The site offers close proximity to its OEM customer base, suppliers and partners, as well as a dedicated workforce well equipped to transform CEP into an innovative hub capable of delivering the next century of Cummins' electrified solutions. As part of its growth, the company has partnered with the Battery Innovation Center in southwest Indiana for support in the testing and validation of its next-gen battery systems and customized training for its workforce.

"Indiana has been an ideal location for Spot from our initial founding through our recent expansion. Indiana's location as a transportation hub provides proximity to many current customers and carriers while having the added benefit of a strong local university network to continue recruiting the top talent that fuel's Spot's aggressive growth."

> Andrew Elsener | President Spot





Technology Innovation

There's no better way to understand a market than by really immersing in a community of end users. With a vibrant and growing tech community looking for innovative solutions that will help make their operations more profitable, Indiana offers the opportunity for greater collaboration with key partners in the industry. Indiana is prime for disruption from new technologies, solutions and visionary founders.

From global giants to local startups, tech businesses are thriving in Indiana and pulling from our deep pool of highly educated, highly trained talent. They're also attracting top national talent with a high standard of living made possible by incredible affordability. Bring your next game-changing idea and build the future for your tech company in Indiana.

"Infosys has always invested in advanced technology and skills. Our new Indianapolis facility will prepare our American employees — and those of our clients — to master the kinds of advanced skills that are now required to succeed in our digital future."

Ravi Kumar | *President* **Infosys**

"I've never found a parallel of another state where government and business are working so closely together to move a tech ecosystem forward."

> Scott Dorsey | Cofounder **ExactTarget**



INDIANAPOLIS
AUSTIN
WASHINGTON, D.C.
NEW YORK CITY
SEATTLE
SAN FRANCISCO



87,000 TECH

Of the over 12,000 new and retained jobs in Indy in 2020, 20% were in the technology industry

TECH SECTOR

STORE STORE

MAJOR COMPANIES & INDUSTRY FOOTPRINT

SOURCE: Dun & Bradstreet, November 2020.

ALLEGION

Carmel

ANTHEM

Indianapolis

CUMMINS

Columbus

ELI LILLYIndianapolis

GENESYS

Indianapolis

INFOSYS

Indianapolis

KAR AUCTION SERVICES

Carmel

SALESFORCE

Indianapolis



salesforce

SITUATION: Salesforce is the world's fastest-growing, Top 10 software company. Forbes has recognized them as one of the "World's Most Innovative Companies" five years in a row, and Fortune has named Salesforce "Best Places to Work" for nine years running. But that kind of

explosive growth and dynamic workspace requires room to grow, and real estate costs in their hometown of San Francisco are among the highest in the nation.

SOLUTION: Indiana's business-friendly climate and affordability enabled Salesforce to establish a new headquarters, Salesforce Tower, in Indianapolis. The new office includes the collaboration spaces, mindfulness areas and social zones needed to create unparalleled working conditions. A new lobby and dedicated interactive space gives guests hands-on, interactive experience with the Salesforce Customer Success Platform.

"We're thrilled to be investing for further growth in Indianapolis. Salesforce Tower Indianapolis, our regional headquarters, will give our employees a fantastic place to work and serve our customers and community every day."

> Scott McCorkle | CEO Salesforce Marketing Cloud

